



EQUIPMENT OVERVIEW

UNDERSTANDING THE INDUSTRY

INTRODUCTION

•••

During this presentation, we'll dive into the different types of equipment used by Beemac company trucks, as well as our carrier partners, and the different modes of transportation that we offer.

We will also discuss the use of each trailer type, the commodities that they can haul, and any specific requirements that you need to know to do your job correctly!

Lastly, we will compare the different types of equipment and modes of transportation while keeping your customer's #1 concern in mind... time vs. money.

d Fleet

CNG

BEEMAC
LOGISTICS



BEFORE WE START...

SOME NUMBERS TO REMEMBER:

- Maximum Gross Vehicle Weight (GVW) is **80,000 lbs.**
 - This includes the weight of:
 - Tractor.
 - Trailer & any equipment (tarp, dunnage, etc).
 - All of the cargo.
- Maximum legal width is 102”.
- Maximum legal height (from ground to top) is 13’6”.



Keep in mind that these are the specifications to keep a load within LEGAL limits. There are instances where our customers have requests that will exceed these, in which case we will look into permits and other options.

WAYS TO LOAD



Fork
Side



Fork
Rear



OHC



OPEN DECK EQUIPMENT

FLATBED-SIDEKIT-CONESTOGA-CURTAINSIDE-STEPDECK-DOUBLE DROP-RGN-STRETCH DECK

FLATBED

Open deck trailer to carry a wide variety of commodities. •••

Loading:

-Fork side, fork rear, or OHC.

Dimensions & Capability:

-Weight: Typically scales 46-48,000.

-Length: 48', 53', or 40' Hotshot.

-Width: 96" or 102".

-Height: 8.5' of material.

Legal Overhang:

-48' can have up to 4 ft. off of the back, and 3 off the front (if they don't have a bulkhead).

-53' cannot have a legal overhang.

FLATBED - PACKAGING



Skids



Bundles



Pieces

FLATBED - EQUIPMENT



Tarps



Chains



Straps

FLATBED - EQUIPMENT



Dunnage



**Coil
Racks**



**Pipe
Stakes**

FLATBED - COMMON COMMODITIES

- **Coils:**

- Skidded

- *On a pallet.

- *Loaded with a forklift.



Skidded Coil
Eye to the sky



Stand-up Coil
Eye to the side



Stand-up Coil
Eye to the rear

- **Stand-up:**

- Eye to the side.

- Eye to the rear (Shotgun).

- **Rebar:**

- Dunnage.

- No tarps.



Bundled rebar
with dunnage



Loads of
Pipe/Tube



Loads of
Pipe/Tube

- **Pipe/Tube:**

- Pipe Stakes.

- Straps, Chains, etc.

- Dunnage.

FLATBED - COMMON COMMODITIES

- **Bar/Beams:**

- Dunnage.
- Tarp.

- **Sheets/Plate:**

- Tarp.

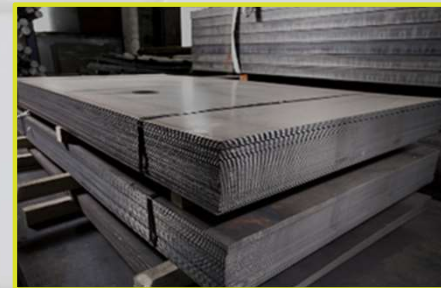
- **Lumber:**

- May require 8' drop tarps.
- May require shorter tarps or none at all.

- **Equipment/Containers**



Steel beams being loaded onto a flatbed with an OHC



Sheet metal on skids



Lumber- always find out whether or not they need tarped!

SPECIALIZED FLATBEDS



SIDE KIT

- Flatbed with 4x4 wooden or fiberglass panels along both sides.
- Metal ribbing forms a frame over the top of the trailer.
 - Tarp rolls over the frame.
- Loads fork side, fork rear, or OHC.



CONESTOGA

- Flatbed with a FULLY RETRACTABLE top and sides.
- Entire enclosure slides to the front like an accordion at the push of a button.
 - Loads fork side, fork rear, or OHC.



CURTAINSIDE

- Flatbed with a fixed top and front.
- Rear has swing doors and one or both sides roll up.
- Loads for side or fork rear.



All 3 give the loading flexibility of a flatbed, with fully enclosed protection!

SPECIALIZED FLATBEDS

Step deck:

- Lower deck 2.5' off the ground.
- Watch the length- the top deck will be 11' and the bottom will be 37'.
- Can use load levelers to even out height.
- Loads for side or OHC, not fork rear.



Double Drop/Lowboy:

- The lower deck (called the well) is 1.5' off the ground.
- Watch the length- the well normally allows for 29' of material.
- Loads fork side or OHC, not fork rear.



Removable Gooseneck (RGN):

- Step decks or Double Drops can also be RGN's.
- The front portion detaches to lay down ramps for equipment to be driven on from ground level.
- Loads fork side, OHC, or drive-up.

Stretch Trailers:

- The deck extends to allow for longer material to be loaded.



These flatbeds allow for higher material to be loaded with a lower center of gravity.

LEGAL DIMENSIONS

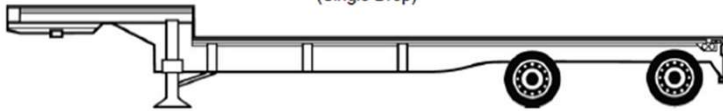
Legal Flatbed Trailer



Maximum Freight Weight
45 - 48,000 lbs.

Maximum Freight Dimensions
Length: 48 feet
Width: 8.5 feet (102")
Height: 8.5 feet (102")

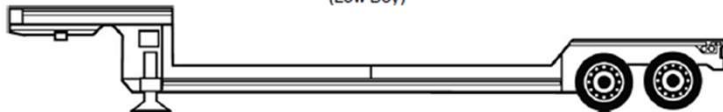
Legal Step Deck Trailer (Single Drop)



Maximum Freight Weight
40 - 42,500 lbs.

Maximum Freight Dimensions
Lower deck dims length: 37 feet
Top deck length: 11 feet
Height: 10 feet (120") on lower deck
Width: 8.5 feet (102")

Double Drop Trailer (Low Boy)



Maximum Freight Weight
38 - 40,000 lbs.

Maximum Freight Dimensions
Main deck
Length: 28 feet
Width: 8.5 feet (102")
Height: 11.5 feet (138")

Detachable Goose Neck Trailer (Removable Goose Neck or RGN)



Maximum Freight Weight
38 - 40,000 lbs.

Maximum Freight Dimensions
Main deck
Length: 28 feet
Width: 8.5 feet (102")
Height: 11.5 feet (138")

Stretch Flatbed Trailer



Maximum Freight Weight
45,000 lbs.

Maximum Freight Dimensions
Length: 45-80 feet
Width: 8.5 feet (102")
Height: 8.5 feet (102")

Stretch Single-Drop Deck Trailer



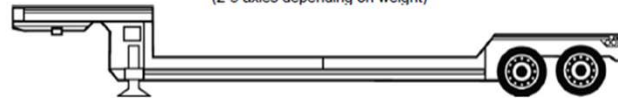
Max. Freight Weight
43,000 lbs.

Max. Freight Dimensions
Main Deck
Length: 38-63 feet
Width: 8.5 feet (102")
Height: 10 feet (120")

Max. Freight Dimensions
Front Deck
Length: 10 feet
Width: 8.5 feet (102")
Height: 8.5 feet (102")

LEGAL DIMENSIONS

Stretch Double-Drop Deck Trailer (2-3 axles depending on weight)



Max. Freight Weight	Max. Freight Dims. Main Deck	Max. Freight Dims. Front Deck	Max. Freight Dims. Rear Deck
40,000 lbs.	Length: 29-50 feet Width: 8.5 feet (102") Height: 11.5 feet (138")	Length: 10 feet Width: 8.5 feet (102") Height: 8.5 feet (102")	Length: 9 feet Width: 8.5 feet (102") Height: 10 feet (120")

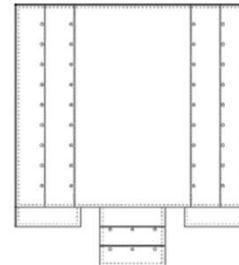
Flatbed Accessories - Tarps

- Tarps come in several sizes to cover different commodities
- 4', 6', 8' tarps. Most common sizes are available
- "Smoke tarps" cover the front portion of the load
- "Top tarps" cover the top of the load
- "Steel tarps" are 4' or 5' drop tarps
- "Lumber tarps" or "full tarps" are 6'- 8' drop tarps



4' Drop Steel Tarps

- Made from 18 oz black vinyl coated fabric
- Water Resistant
- Grommets and dee rings 30" on center
- Finished size: 16' x 24' 6"
- 63 lbs each
- Requires two tarps for a full set



Standard 6' Tarps

- Made from 18 oz black vinyl coated fabric
- Water Resistant
- Grommets and dee rings 30" on center
- Finished size: 24' x 26' with 8' x 8' tail
- 103 lbs each
- 6' drops
- For trailers up to 48'



CLOSED DECK EQUIPMENT

DRY VAN - REFRIGERATED VAN

DRY VAN

- **A fully enclosed trailer that opens in the rear:**
 - Wooden floors allow drivers to nail boards down for blocking and bracing.
- **Loading:**
 - Fork Rear.
- **Dimensions & Capability:**
 - **Weight:** Typically scales 43-45,000 LBS.
 - **Length:** 53', 48'.
 - **Width:** 96" or 102"*Keep in mind, the inside width will be less*
 - **Height:** 8'
 - Swing doors or roll-up.



REFRIGERATED VAN

- **A fully enclosed trailer that is temperature controlled.**
 - Metal corrugated floors with insulated walls to control the temperature.
 - Can be set to a specific degree, set to a range, or “kept below” a number.
 - Can also be run with the refrigeration unit OFF.
- **Loading:**
 - Fork Rear.
- **Dimensions & Capability:**
 - Weight:** Typically scales 40-43,000 LBS.
 - **Length:** 53’, 48’.
 - **Width:** 96” or 102”*Keep in mind, the inside width will be less*
 - **Height:** 8’
 - Swing doors.



VAN- EQUIPMENT



Logistics Bars



Liftgate



Pallet Jack

VAN- EQUIPMENT



Dunnage



Lumper Fee



Pallet Exchange

VAN & REEFER - PACKAGING & COMMODITIES

- **Packaging Types:**

- Gaylords/Corrugated Boxes.
- Supersacks.
- Pallets.
- Pieces

- **Van Commodities:**

- Plastics.
- Retail.
- Empty Pallets.
- Skidded coils & other metals.
- Paper.

- **Refrigerated Commodities:**

- Produce.
- Poultry.
- Beverages.



IMPORTANT THINGS TO CHECK

! Every facility has its own scheduled load times. It is vital to call each facility and find out what its shipping and receiving hours are. For example, a facility may ship from 8:00 a.m. to 3:00 p.m. Monday through Friday on a first-come, first-served basis or may receive from 8:00 a.m. to 2:00 p.m. by appointment. It is important to have this information so you can better schedule the arrival times of your trucks.

! Some facilities only require certain types of trailers to be loaded or unloaded. For example, if a facility needs a trailer to be dock-height, do not send in a Step Deck, Lowboy, or Double Drop trailer unless you have confirmed with the loader that they will use a forklift.

IMPORTANT THINGS TO CHECK

! Always confirm the Holiday Schedule with facilities you regularly load out of to avoid paying a TONU. For example, a facility may regularly load from 8:00 am – 11:00 pm Monday through Friday. If your intended shipment date falls on a public holiday, their adjusted hours may be 8:00 am – 4:00 pm that day, or they may be closed the previous day.

! As a rule of thumb, if you do not have certain information, this is acceptable to say to a carrier. For example, you can say to a carrier, “I am waiting to confirm all the customer information but, in the meantime, I wanted to confirm that your driver has tarps in case he needs them,” Or “If they load by appointment what time can I schedule it for your driver?” OR “At most, the load could be 48,000lbs (flatbed) or 44,000lbs (Van).” It is better to have something and not need it, that to need it and not have it.



ADDITIONAL SERVICES

LTL-POWER ONLY-OVER DIMENSIONAL- DROP TRAILER -DRAYAGE-RAIL-BARGE-AIR-INTERMODAL

LESS THAN TRUCKLOAD (LTL)

- When your customer has freight to move that won't take up an entire truck's worth of space, LTL can be an option:
 - Moved on van trailers (typically curtain sides).
 - Not to be confused with flatbed partials.
- The process:
 - Your customers' freight will be consolidated with that of other companies to maximize efficiency.
 - Carriers will load your freight and take it back to a distribution center, where it will change hands several times between pick-up and delivery.
- We utilize a third-party system for quotes:
 - We have contracts in place with LTL carriers who price our quotes based on the density of the material and the amount of deck space they occupy.
 - Immediate pricing and guaranteed capacity.
- It is important to understand that carriers have different requirements that can affect your rate, as well as accessorials:
 - Linear rules.
 - Classing and density.
 - Liftgate, appointments, sort & seg, etc.



This is a slower mode of transportation, but will save your customer a great deal of money in the long run.

POWER-ONLY

- **Power-only loads** consist of the driver using their company tractor to haul the customer's trailer. There are two types of power-only loads:
- **Tow-away:**
 - The tractor picks up the trailer and delivers it to the consignee.
 - May be pre-loaded, or it could be a live load.
- **Load-out:**
 - The tractor picks up an empty trailer and has a set number of days to deliver to the consignee.
 - During this time, the trailer is theirs to haul whatever freight they choose.



OVER-DIMENSIONAL LOADS

When your customer has a load that is over-weight, over-width, over-height, over-length... or a combination of all of them; we can still offer them solutions.

In an instance where you need to exceed maximum legal requirements, any or all of the following may apply:

- Permits.
- Flags & placards.
- Specified hours of operation.
- Specialized route.
- Road closures.



THINGS TO KEEP IN MIND:

- Make sure you are using a RELIABLE carrier.
- Rates to your customer and the carrier are going to be increased.
- Permits are only valid in their state of issue.
- The carrier is responsible for any permits and other requirements associated with these loads.

Example: If your load goes through 4 states, you'll need a permit for each state:

- If they make it, WE CAN SHIP IT!!!
- Don't ever turn down an opportunity because you aren't sure how to move it, or think it will be too difficult.
- Someone is moving it for your customer currently... So, why not you???

SPECIAL SERVICES



Drop Trailer

Driver leaves his trailer for a pre-determined amount of time for loading and/or unloading.



Drayage

Freight (usually containers) are picked up from the port or rail yard on a chassis and taken to their destination. Sometimes will be warehoused or trans-loaded in the process.



Rail

Utilizes multiple train cars to transport large quantities of material simultaneously. Various types of cars serve different purposes. Typically more cost-effective than truckload transportation.

SPECIAL SERVICES



Barge

Used for transporting water. Various types of ships serve different purposes. It is the least expensive mode of transportation.



Ai


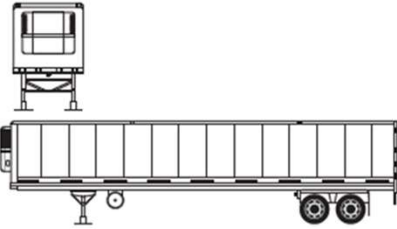
Can be used for extremely expedited situations. It is the most expensive mode of transportation.





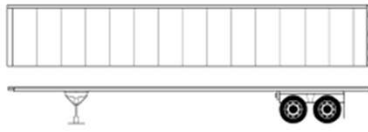

Intermodal

Utilizing multiple transportation modes for a shipment, generally by moving freight in a container or on a trailer.

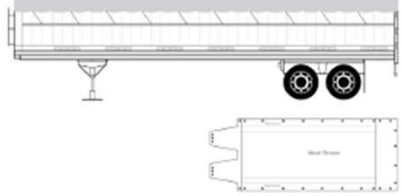
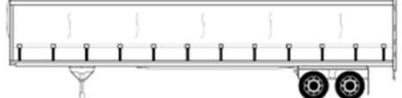
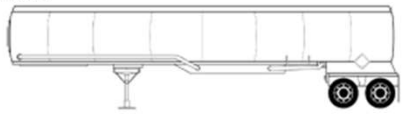

MAXIMUM FREIGHT DIMENSIONS

	MAXIMUM FREIGHT DIMENSIONS			TRAILER SPECIFICATIONS			FEATURES	
	WEIGHT/ CAPACITY	MAXIMUM PALLETS	VOLUME	LENGTH (L)	WIDTH (W)	HEIGHT (H)	OPTIONS	COMMON COMMODITIES HAULED
Dry Van <i>(reference appendix A)</i> 	44–45,000 lbs.	26	Approximately 3,500 ft. ³	28–53'	96–102"	12.5–13.5'	eTrack Food grade Heated Lift gates Plate trailer Roll up doors Screwed in wood floors Swing doors Vented trailers	Batteries Beverages Building products Chemicals Clothing Dry grade food Finished products Ink/paint Lawn/garden goods Packaging Paper Seed
Reefer Trailer <i>(reference appendix B)</i> 	44,000 lbs.	26	3,700 ft. ³	28–53'	96–102"	12.5–13.5'	Downloadable T.R.U. eTrack Produce chutes Roll up doors Swing doors	FRESH Produce Meat Juice Floral/nursery Dairy/deli FROZEN Ice cream Frozen fruits/vegetables Frozen food products TEMP CONTROLLED Beverages (soda/wine) Chocolate/candy Computer servers Lubricants

MAXIMUM FREIGHT DIMENSIONS

	MAXIMUM FREIGHT DIMENSIONS			TRAILER SPECIFICATIONS			FEATURES	
	WEIGHT/ CAPACITY	MAXIMUM PALLETES	VOLUME	LENGTH (L)	WIDTH (W)	HEIGHT (H)	OPTIONS	COMMON COMMODITIES HAULED
Straight Truck with Lift Gate 	14,000 lbs.	12	Approximately 1,700 ft. ³	22–26'	96–102"	12.5–13.5'	eTrack Lift gates Refrigeration Vented trailers	Cleaning supplies Furniture Local vendor material Office material
LTL Pup Trailer 	22,000 lbs.	14	2,000 ft. ³	28'	96–102"	12.5–13.5'	eTrack Lift gates Single, tandem, or triple Vented trailers	Wide range
Container <i>(reference appendix C)</i> 			3,800 ft. ³	20–53'	96–102"	8.5–9.5'		Wide range
Drop Deck / eVan 	NA	NA	4,400 ft. ³	45–53'	96–102"	13.5'	NA	Electronics Furniture Water heaters

MAXIMUM FREIGHT DIMENSIONS

	MAXIMUM FREIGHT DIMENSIONS			TRAILER SPECIFICATIONS			FEATURES	
	WEIGHT/ CAPACITY	MAXIMUM PALLETES	VOLUME	LENGTH (L)	WIDTH (W)	HEIGHT (H)	OPTIONS	COMMON COMMODITIES HAULED
Open Top 	50,000 lbs.	NA	3,000 ft. ³	28-53'	96-102"	8-13.5'	NA	Garbage Scrap metal
Curtain Side 	53,000 lbs.	26	3,800 ft. ³	45-53'	102"	12.6-13.5'	Aluminum roof Slide rail Sliding roof	Building materials Lumber Metal products Piping Windows/doors
Tanker 	NA	NA	3,000-6,000 gallons	40-53'	96-102"	12-13.5'	Bulkheads 1-7 Center unload Rear unload Insulated Non-Insulated (skin)	Oil Gas Liquid sweetener
Hopper 	NA	NA	2,100 ft. ³	40-53'	96-102"	10.5-11.5'	Hoppers (for unloading) Platforms Pneumatic end dump Traps (for loading)	Grain Gravel Wheat

MAXIMUM FREIGHT DIMENSIONS

Appendix A—Dry Van

	OVERALL LENGTH	INSIDE LENGTH	OVERALL HEIGHT	INSIDE HEIGHT	DOOR OPENING	OVERALL WIDTH	INSIDE WIDTH	DOCK HEIGHT	LOADING CAPACITY UP TO
45'	45'	44' 6"	13' 6"	102"	106" H 92" W	96"	92" at scuff	50"	45,000 lbs.
48' High Cube	48'	47' 4"	13' 6"	110"	110" H 98.3" W	102"	98.7" at scuff	50"	45,000 lbs.
53' High Cube	53'	52' 4"	13' 6"	110"	110" H 98.3" W	102"	98.7" at scuff	50"	44,000 lbs.

Appendix B—Reefer

	OVERALL LENGTH	INSIDE LENGTH	OVERALL HEIGHT	INSIDE HEIGHT	DOOR OPENING	OVERALL WIDTH	INSIDE WIDTH	DOCK HEIGHT	COUPLER HEIGHT	LOADING CAPACITY UP TO
48'	48'	46' 6"	13' 6"	103.5"	101.8" H 98.3" W	102"	97" at scuff 97.4" at liner	51.5"	47"	44,000 lbs.
53'	53'	51' 6"	13' 6"	103.5"	101.8" H 98.3" W	102"	97" at scuff 97.4" at liner	52.2"	47"	43,500 lbs.

Appendix C—Containers

	OVERALL LENGTH	INSIDE LENGTH	OVERALL HEIGHT	INSIDE HEIGHT	DOOR OPENING	OVERALL WIDTH	INSIDE WIDTH	LOADING CAPACITY UP TO
20'	19' 10"	19' 4"	8' 6"	7' 9"	7' 6" H 7' 8" W	8'	7' 8"	1,170 ft. ³
40'	40'	39' 6"	8' 6"	7' 10"	7' 6" H 7' 8" W	8'	7' 8"	2,390 ft. ³
40'	40'	39' 6"	9' 6"	8' 10"	8' 6" H 7' 8" W	8'	7' 8"	2,700 ft. ³
45'	45'	44' 6"	9' 6"	8' 10"	8' 6" H 7' 8" W	8'	7' 8"	3,000 ft. ³
48'	48'	47' 6"	9' 6"	8' 10"	8' 6" H 8' 2" W	8' 6"	8' 2"	3,480 ft. ³
53'	53'	52' 3"	9' 6"	8' 10"	8' 10" H 8' 2" W	8' 6"	8' 2"	3,800 ft. ³